

Research

Operational Performance & Financial Benchmarking

Taking a deep dive into data that motivates higher performance.

Conducted annually, the financial benchmarking survey represents the participation of hundreds of Allsteel, Haworth, Herman Miller, Kimball, Knoll, Steelcase and Teknion LLC aligned dealers.

Each participant receives a benchmarking report that goes far beyond traditional dealer financials. In addition to a granular analysis of the dealer's own performance, we provide historical trending and anonymously present data that allows dealers to see how they compare to similar dealers in their channel.

Through a companion report based on the Solomon Coyle Index (SCI) of all aligned dealers, we provide additional comparative data to give participants an even fuller picture of where they stand within the industry.

The methodology is uniquely aimed at driving improvements in performance and profitability. Applying the Solomon Coyle key performance indicators, the participating dealer can easily target areas offering the biggest opportunity for improvement.

Learn how we can help you.

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